

Message Text

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ACTION NEA-10

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PASS NASA (RICHARD BARNES), COMSAT GENERAL (R SCHWARZ)

EO 11652: NA
TAGS: BENC, TSPA, ETEL, BEXP, IN
SUBJ: GOI CABINET APPROVES INSAT PROCUREMENT

REF: A. NEW DELHI 9720; B. NEW DELHI 0243;
C. NEW DELHI A02: D. NEW DELHI 76-16865

BEGIN UNCLASSIFIED SUMMARY

1. PROF SATISH DHAWAN, SECRETARY FOR SPACE, IN A PERSONAL PRESENTATION TO THE CABINET COMMITTEE AND PRIME MINISTER DESAI RECEIVED APPROVAL TO PROCURE A COMMUNICATIONS SATELLITE FOR INDIA (INSAT). CONSULTANTS MAY BE USED TO REVIEW AND FINALIZE THE REQUEST FOR PROPOSAL (RFP). THE PROCUREMENT CYCLE HAS BEEN TENTATIVELY SET AND THE SPACECRAFT FUNCTIONAL DESCRIPTION IS UNCHANGED FROM THAT DESCRIBED IN THE DHAWAN LETTER OF NOVEMBER 1976 TO THE AEROSPACE INDUSTRY.

END UNCLASSIFIED SUMMARY.

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2. PROF JAI P SINGH, SENIOR ISRO OFFICER IN BANGALORE TOLD SCICOUNS ON JULY 18 THAT IN ONE HOUR SESSION WITH GOI CABINET COMMITTEE DHAWAN RECEIVED CABINET CONCURRENCE TO PROCURE INSAT. THE ONLY PEOPLE PRESENT IN THIS MEETING BESIDES DHAWAN WERE THE PRIME MINISTER AND HIGH

LEVEL MINISTERS WHO ARE CABINET MEMBERS. TECHNICAL PEOPLE FROM CONCERNED DEPARTMENTS SUCH AS COMMUNICATIONS AND METEOROLOGY WERE NOT REPRESENTED. LAW MINISTER SHANTI BHUSHAN WHO WAS PRESENT TOLD SCICOUNS THAT DHAWAN MADE EXCELLENT PRESENTATION TO CABINET COMMITTEE.

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3. THE SATELLITE, WHICH WAS APPROVED BY THE CABINET COMMITTEE AS NOTED IN REF A, WILL BE AS DESCRIBED IN REF B AND C. THAT IS, IT WILL HAVE TELEPHONE TRANSPONDERS, TWO DIRECT BROADCAST TV CHANNELS, TWO REMOTE SENSING DEVICES FOR METEOROLOGY, AND A TRANSPONDER TO RELAY WEATHER INFORMATION FROM MANY WEATHER STATIONS TO A CENTRAL STATION.

4. ISRO IS PROBABLY GOING TO HIRE CONSULTANTS TO REVIEW THE RFP BEFORE RELEASING IT. THE RFP WILL NOT BE SENT OUT OF INDIA, THE CONSULTANTS MUST COME TO INDIA. THE REVIEW WILL BE DONE ON A CONFIDENTIAL BASIS. THE CONSULTANTS WILL NOT REPEAT NOT BE POTENTIAL BIDDERS.

5. DUE TO BOTH NATIONAL AND LATER STATE ELECTIONS THE LIMITED OFFICIAL USE

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PROCUREMENT CYCLE WAS DELAYED. PRESENT ISRO PLANS TO HAVE CONSULTANTS COME TO INDIA BY SEPTEMBER TO REVIEW THE RFP WHICH IS BEING POLISHED AT PRESENT. THE RFP WOULD BE RELEASED IN SEPTEMBER AND ALLOW NINETY DAYS FOR BIDDER PROPOSAL PREPARATION (RESPONSE TO STATE 165616). DUE TO THE TIME LIMIT ON RESERVING ORBITAL SPACE AND TRANSMISSION FREQUENCIES, ISRO WANTS INSAT OPERATIONAL BY THE END OF 1980.

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6. ACCORDING TO J P SINGH, ISRO WOULD LIKE TO HAVE NASA ASSISTANCE IN ALL PHASES OF THE PROCUREMENT. DHAWAN MENTIONED THIS IN HIS NOVEMBER 1976 LETTER TO JAMES FLETCHER, NASA HEAD. THEY UNDERSTAND THAT THIS IS NOT POSSIBLE UNLESS, FOR EXAMPLE, USAID SPONSORED THE LAUNCH. R. BARNES, NASA, OFFICE OF INTERNATIONAL AFFAIRS, POINTED THIS OUT TO SCICOUNS (REF D). DHAWAN TOLD SCICOUNS THAT THE USSR IS NOW PROVIDING, AT NO COST, A SECOND LAUNCH VEHICLE FOR INDIA'S REMOTE SENSING

SATELLITE, CLEO, AND THAT THE FRENCH WILL, AT NO COST, LAUNCH A SMALL TELECOMMUNICATIONS SATELLITE, APPLE. HE SAID THAT PROVIDING FREE LAUNCHES IS DONE FOR BUSINESS REASONS BY BOTH THE USSR AND FRANCE. COMMENT SCICOUNS UNDERSTANDS THAT ISRO DOES PROCURE COMPONENTS AND EQUIPMENT FROM FRANCE BUT NONE FROM THE USSR. ISRO USUALLY PREFERS TO "BUY AMERICAN". END COMMENT. DHAWAN SUGGESTED THAT THE US COULD PROVIDE A FREE LAUNCH FOR INSAT.

7. FAI P SINGH REPEATED STATEMENTS MADE IN REFTEL B THAT NO FEES WOULD BE PAID TO ANY INDIAN REPRESENTATIVE. THAT IS, NO CONTINGENT FEE, NO BROKERAGE FEE, NO COMMISSION OR PERCENTAGE FEE CAN BE PART OF THE CONTRACT. LIMITED OFFICIAL USE

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SCICOUNS WAS SHOWN A NASA TIROS RFP STATEMENT THAT REFERS TO USG REGULATION TITLE 41 SUBPART 1 - 1.5, JANUARY 1964. THE INSAT RFP MAY CONTAIN THIS STATMENT. JAI P SINGH SAID THAT UNLIKE OTHER MINISTRIES AND DEPARTMENTS, THE SPACE COMMISSION WAS SET UP BY THE POWERS OF THE PRESIDENT OF INDIA. NO OTHER MINISTRY SUCH AS COMMERCE HAS THE RIGHT TO REVIEW ISRO PROCUREMENTS. OF COURSE TWO OTHER MINISTRIES ARE INVOLVED THROUGH THE DEPARTMENTS OF METEOROLOGY AND COMMUNICATIONS AND MAY PARTICIPATE IN THE BIDDER SELECTION. THIS SPECIAL STATUS OF ISRO MINIMIZES THE POLITICAL EFFECTIVENESS OF LOCAL AGENTS AND REPRESENTATIVES. THE CONTRACTOR WILL BE PICKED ON TECHNICAL AND COST BASIS.

8. ACTION FOR COMMERCE: USE YOUR OWN DISCRETION IN PASSING OUT TO POTENTIAL US BIDDERS ON INSAT THE INFORMATION CONTAINED IN PARAGRAPH 7.

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NOTE BY OC/T: NOT PASSED COMSAT GENERAL.

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Disposition Case Number: n/a
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